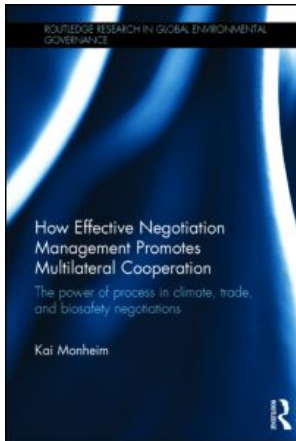


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New Book by IR Department PhD graduate Dr Kai Monheim

Blog editor



The new book on international negotiations by Dr Kai Monheim, a recent PhD graduate from the Department of International Relations, is due out on 5 November and available for pre-order now:

[How Effective Negotiation Management Promotes Multilateral Co-operation: The power of process in climate, trade and biosafety negotiations](#), will be published by Routledge in November 2014.

The book examines the **determinants of success or failure** at such summits in an effort to formulate the regimes and management processes which drive multilateral negotiations. It uses in-depth empirical analysis gathered at major global summits from South Africa to Mexico and from Doha to Geneva.

The author draws on data from 62 interviews with organisers and chief climate and trade negotiators to discover what has influenced delegations in their final decision on agreement, finding that **with negotiation management, organisers hold a powerful tool in their hands** to influence multilateral negotiations.

One year ahead of the next world climate summit in Paris, the book contributes to a better understanding of the complexity of international diplomacy and negotiation on the global challenges facing us today. It invites us to reflect on and learn from the mistakes and successes of the past.

Lord Nicholas Stern, Chair of the Grantham Research Institute on Climate Change and the Environment, said of the book:

“The world faces twin challenges of managing climate change and fostering development. The policies to tackle these challenges are clear and many countries are already acting strongly as they see new markets and opportunities for low-carbon investment and growth. But we will do better as a world and accelerate action if we act together. This book considers in detail the essential elements of how we can manage complex multilateral negotiations better. It provides helpful tools to assist future organizers of global climate summits. It also offers helpful insight for students of multilateral negotiations.”

The following **academics and long-standing practitioners in the field of international relations** have also expressed their appreciation of the book and endorsed it:

- Robert O. Keohane of Princeton University,
- John Odell of the University of California and
- Michael Zammit Cutajar, Executive Secretary of the UN Climate Secretariat between 1991 and 2002.

This work has been awarded the **[German Mediation Scholarship Prize](#)** for 2014 by the Center for Mediation in Cologne.

For further information, and to preorder, visit <http://www.routledge.com/books/details/9781138797529/>

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